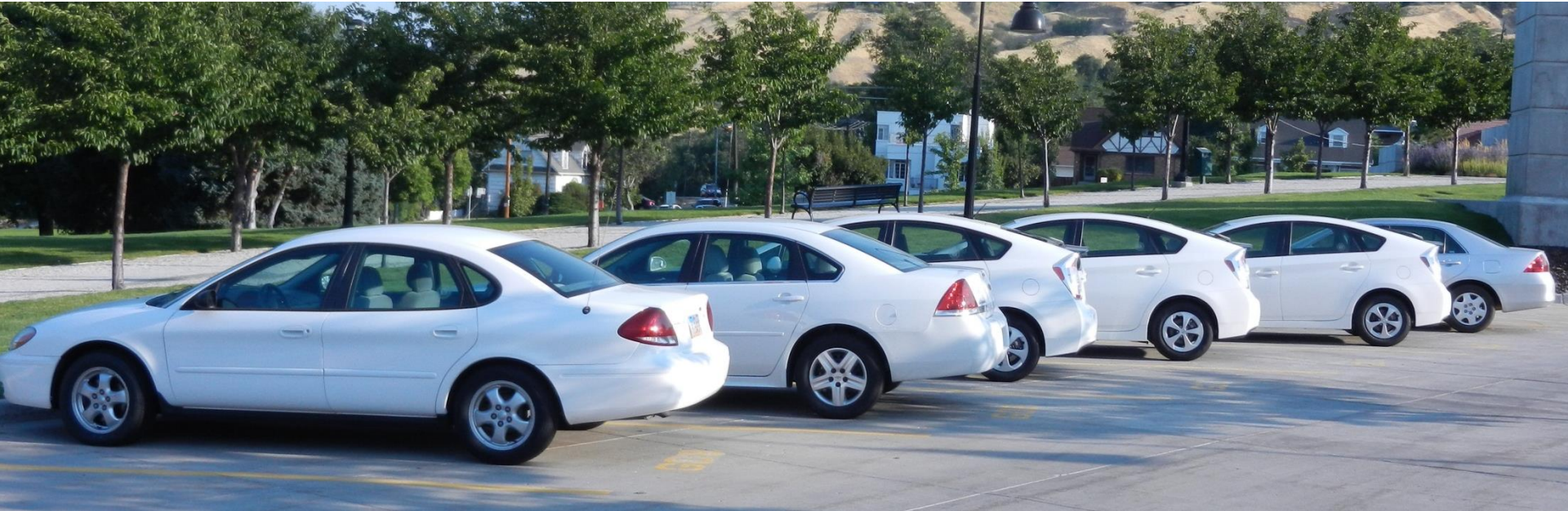




Department of
**Administrative
Services**
SERVICES ELEVATED

Fleet Management and Surplus Property

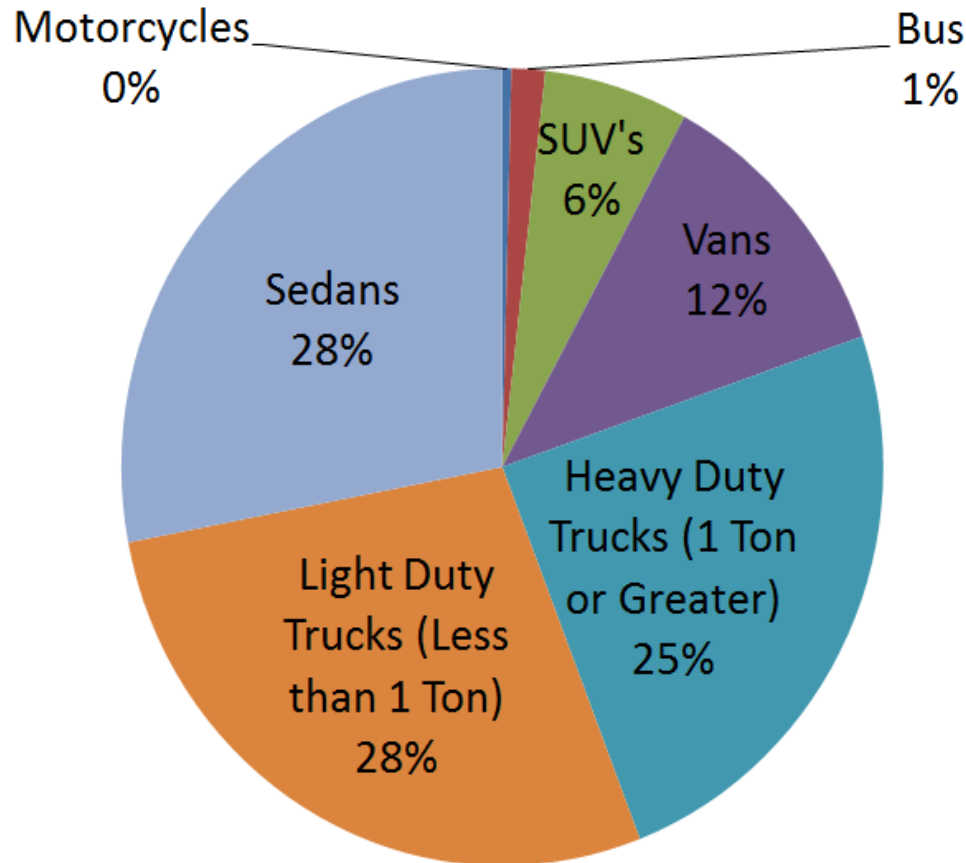


Management of State Fleet

May 15, 2013

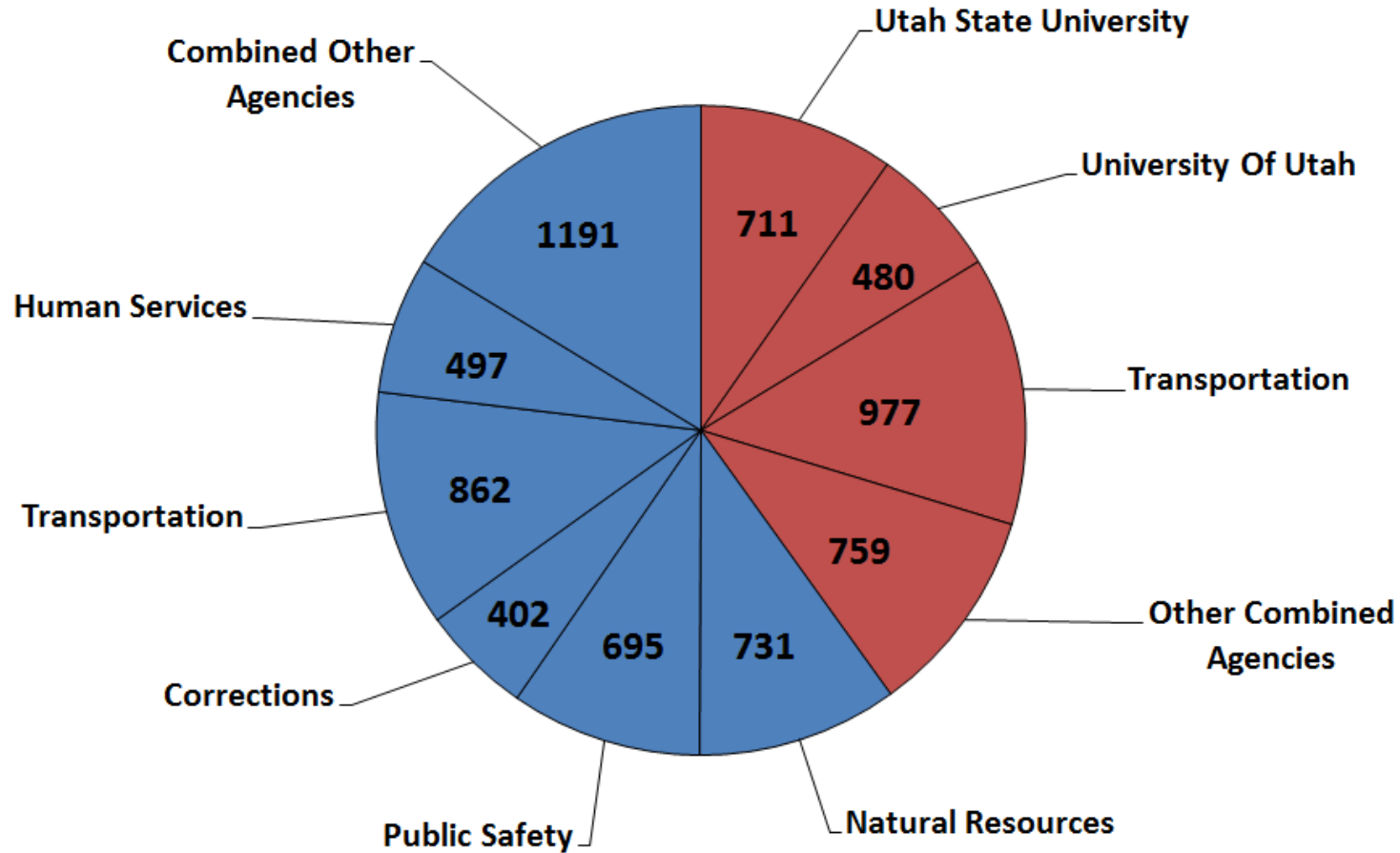
Percent of State Vehicles by Class Type

May 2013




Percent of Vehicle Ownership in the State Fleet

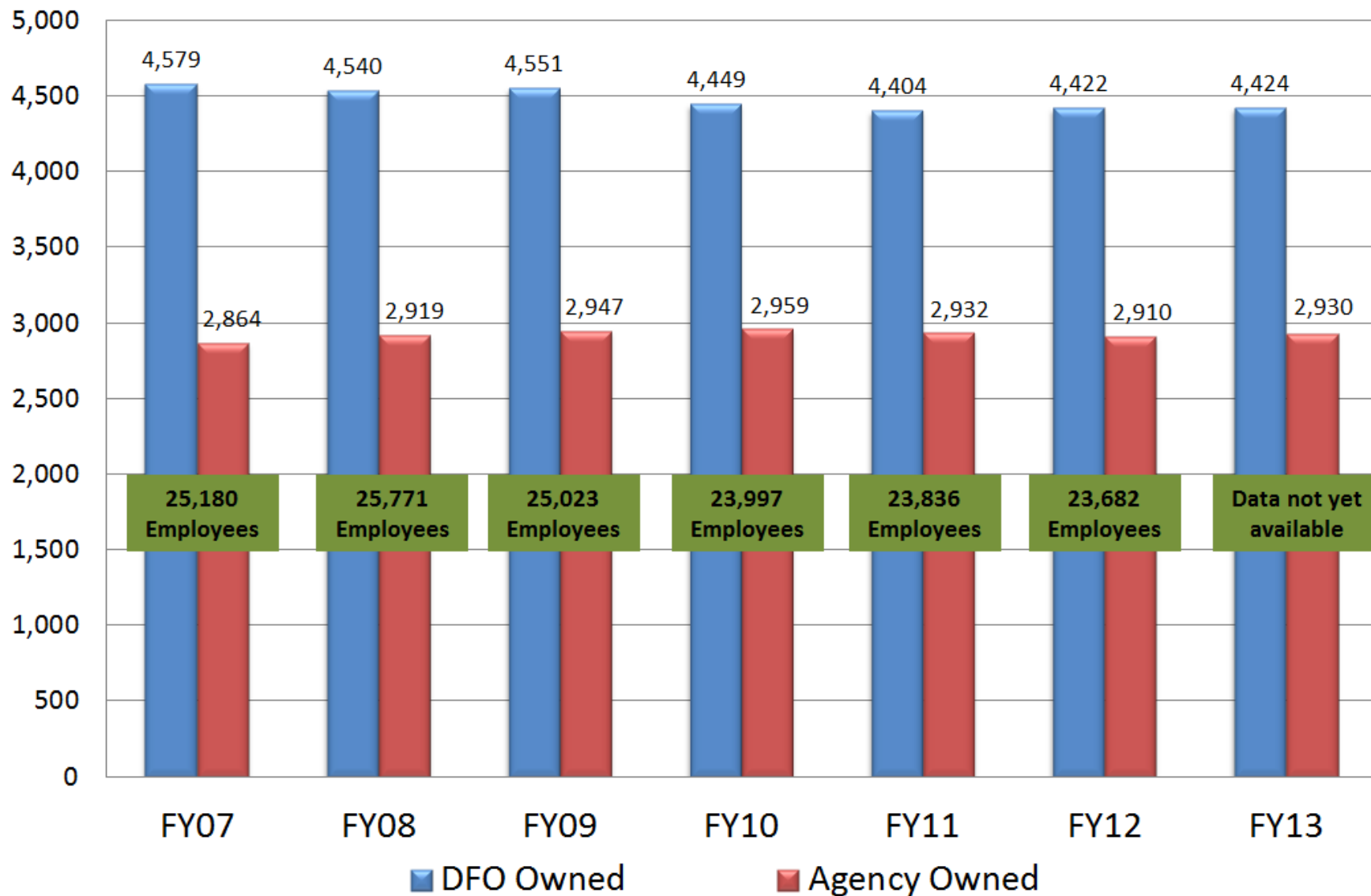
April 2013



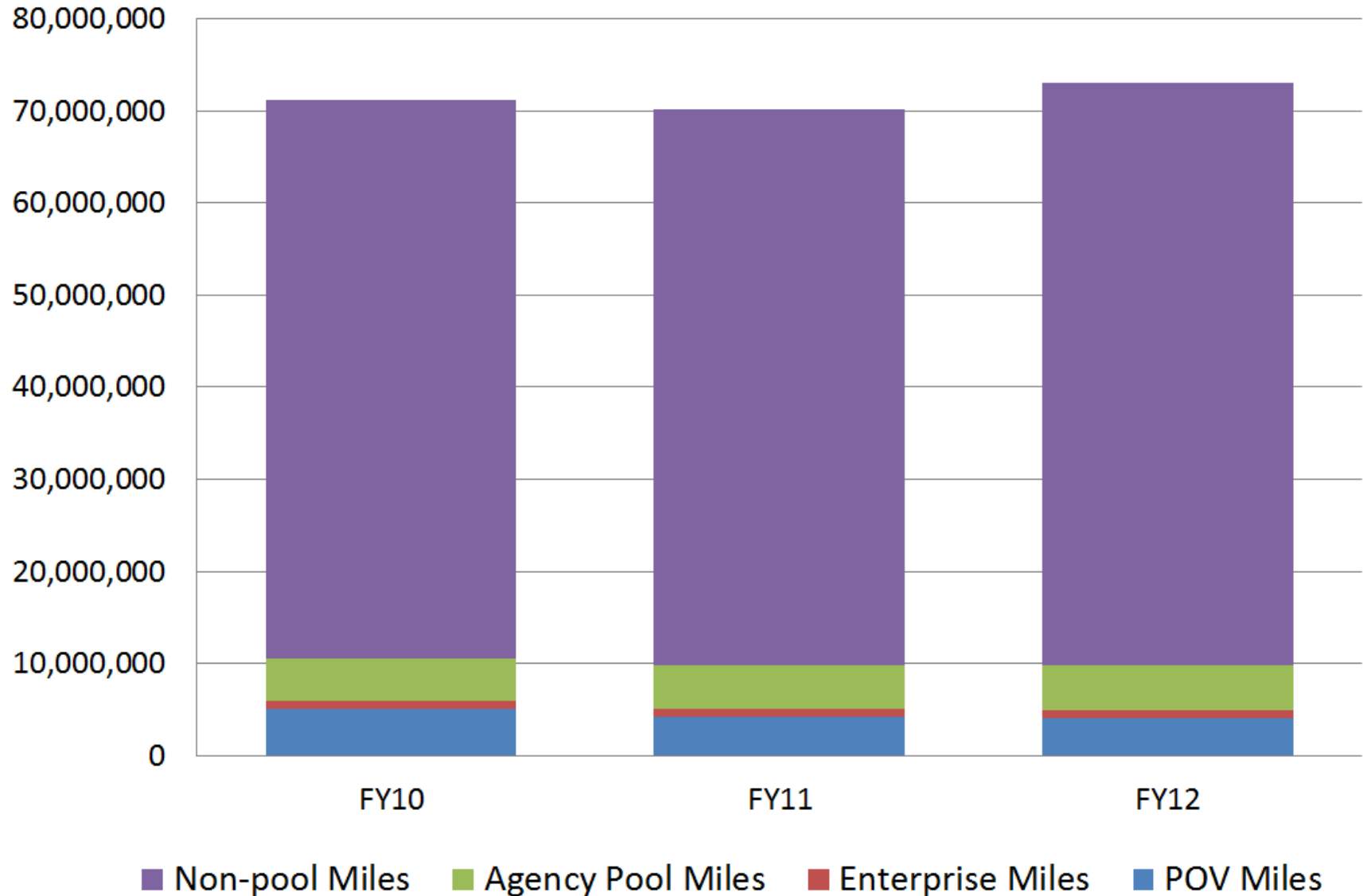
 Vehicles Owned by Fleet Operations

 Vehicles Owned by State Agencies and Institutions Higher Education

Average Count of Vehicles in the State Fleet



All Miles Traveled for State Business FY10 to FY12





We'll pick you up.TM

29 Branch
Locations in
Utah

Contract in
place since
2007

Fiscal Year 12:

2,230 Rentals that traveled 882,150 miles

All reservations made on the Fleet web

Reservations at Agency Pools

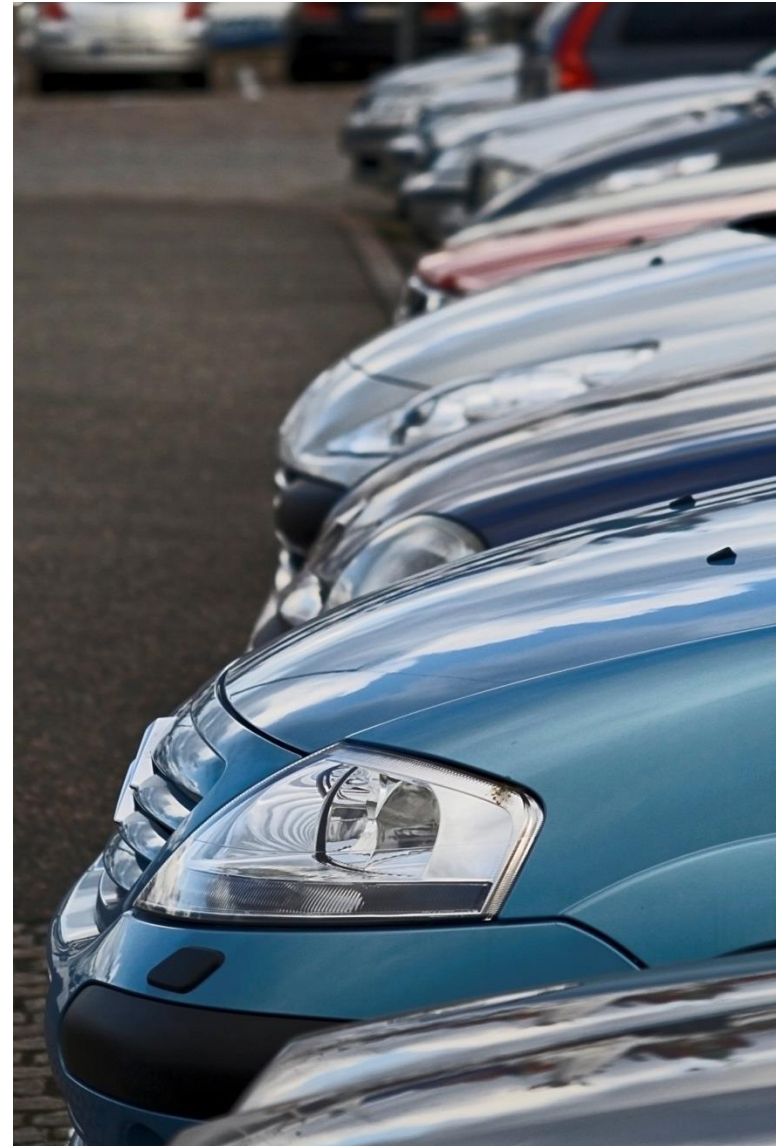


**28 locations use the Fleet reservation system
4,896,262 miles traveled in FY12**

Addressing Underutilized Vehicles:

1. Vehicles miles captured at refueling
2. Agencies have access to mileage data online
3. Mileage information is pushed out by DFO semi annually
4. DFO formally reviews vehicle utilization with agencies annually

**57 underutilized
vehicles have been
turned in over the last
2 years**



Annual Reports Published by Fleet Operations

2012 State Vehicle Report



Submitted by:
**Department of Administrative Services
Division of Fleet Operations**

November 1, 2012



2012 Fleet Cost Efficiency Plan

Fleet Efficiency Improvements and Goals by Agency



Department of Administrative Services
Division of Fleet Operations
4120 State Office Building
Salt Lake City, Utah 84114
Ph. (801) 538-3014 Fx. (801) 359-0759



Theory Of Constraints Formula

Feeding Control Point

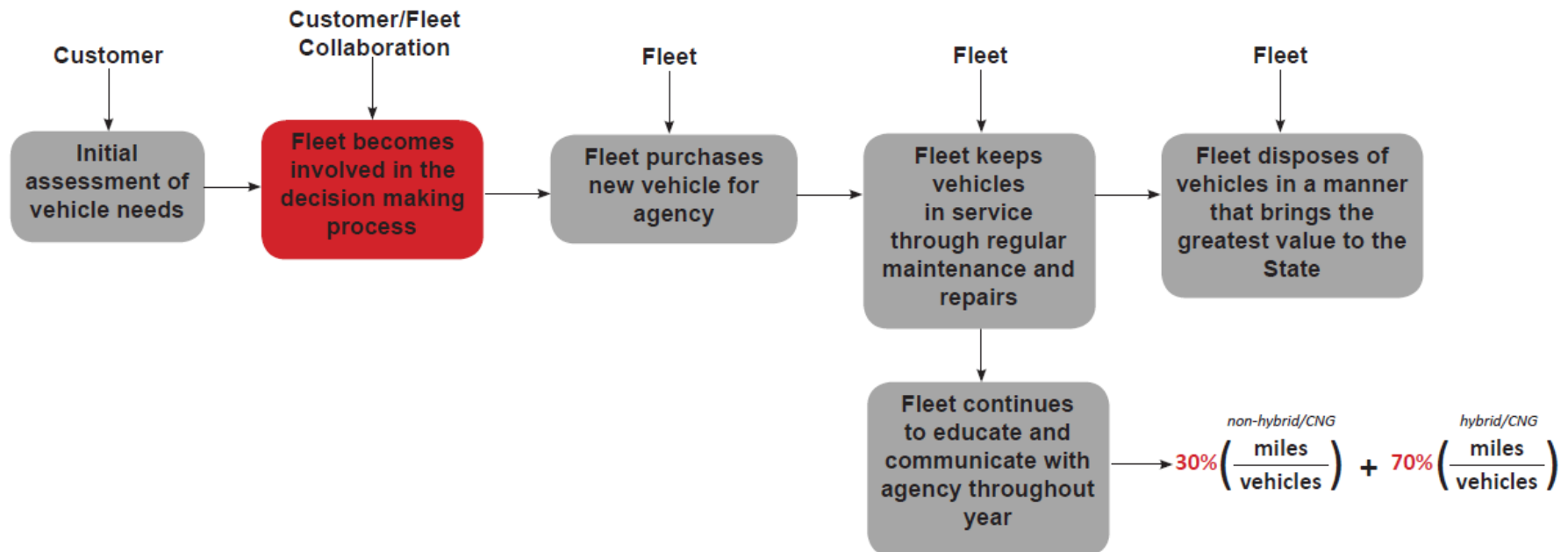
Agencies evaluate vehicle needs for upcoming fiscal year.

Control Point

Fleet works with agencies/legislature to review utilization data to determine how to better utilize vehicles currently leased and educates/incentivizes decision makers about energy efficient choices for new vehicles. Because of Fleet's ongoing work with the agencies, agencies are making better and better use of their vehicles and driving more and more energy efficient vehicles. Fleet's work with both the agencies and the legislature becomes more and more influential in creating a fully utilized and energy-efficient fleet.

Following Control Point

Fleet works with agencies to purchase the most cost/energy/effective vehicle to meet need.



OE

$$\begin{array}{c} \textit{non-hybrid/CNG} \\ 30\% \left(\frac{\text{miles}}{\text{vehicles}} \right) \end{array} + \begin{array}{c} \textit{hybrid/CNG} \\ 70\% \left(\frac{\text{miles}}{\text{vehicles}} \right) \end{array}$$



Surplus Property Vehicle Disposal May 15, 2013

Surplus Property 2013 Vehicle Sales Report

Date Sold	Amount Vehicle Sold For	NADA Trade In Value	Over / Under NADA	% Over/Under NADA Trade In	Description	Sales Method
7/3/2012	\$5,010	\$7,850	-\$2,840	-36.2%	2004 Chevy Silverado	Surplus
7/6/2012	\$5,025	\$4,125	\$900	21.8%	2005 Dodge Grand Carava	Surplus
7/12/2012	\$18,765	\$20,300	-\$1,535	-7.6%	2007 Chevy Suburban	Surplus
7/19/2012	\$4,725	\$3,725	\$1,000	26.8%	2005 Dodge Grand Carava	Surplus
7/23/2012	\$4,850	\$3,850	\$1,000	26.0%	2006 Dodge Caravan	Surplus
8/10/2012	\$3,000	\$4,025	-\$1,025	-25.5%	2000 Dodge Dakota	Surplus
8/14/2012	\$4,925	\$3,925	\$1,000	25.5%	2005 Dodge Caravan	Surplus
8/20/2012	\$5,075	\$3,575	\$1,500	42.0%	2005 Dodge Grand Carava	Surplus
8/28/2012	\$4,750	\$2,250	\$2,500	111.1%	2000 Chevy Cavalier Bifuel	Surplus
9/4/2012	\$4,775	\$3,775	\$1,000	26.5%	2005 Ford Focus	Surplus
9/26/2012	\$5,355	\$4,950	\$405	8.2%	2006 Chevy Impala	Surplus
10/2/2012	\$5,040	\$4,600	\$440	9.6%	2006 Chevy Malibu	Surplus
11/1/2012	\$4,700	\$4,875	-\$175	-3.6%	2007 Ford Focus	Surplus
11/21/2012	\$5,018	\$4,675	\$343	7.3%	2007 Ford Focus	Surplus
11/23/2012	\$5,025	\$4,215	\$810	19.2%	1999 Chevy C1500	Surplus
12/10/2012	\$4,850	\$3,950	\$900	22.8%	2006 Chevy Silverado	Surplus
12/10/2012	\$5,500	\$4,500	\$1,000	22.2%	2008 Chevy Impala	Surplus
12/12/2012	\$4,675	\$5,000	-\$325	-6.5%	1993 Bearcat Crack Sealer	Surplus
1/14/2013	\$4,928	\$4,475	\$453	10.1%	2003 Ford E350 Van	Surplus
2/14/2013	\$2,295	\$1,650	\$645	39.1%	2000 Ford Taurus	Surplus
2/26/2013	\$9,788	\$12,050	-\$2,262	-18.8%	2009 Dodge Charger PP	Surplus
4/24/2013	\$6,113	\$7,250	-\$1,137	-15.7%	2003 Ford Diesel F450	Surplus

Vehicle Sales at Surplus Property vs NADA Value

Fiscal Year	Total Vehicles Sold	Total NADA Value	Total Under NADA Value	% Under NADA Value
FY 2009	\$3,536,764	\$4,471,702	\$ (934,938)	-20.9%
FY 2010	\$2,780,022	\$2,967,959	\$ (187,937)	-6.3%
FY 2011	\$2,820,002	\$2,928,469	\$ (108,468)	-3.7%
FY 2012	\$3,755,126	\$3,917,256	\$ (162,130)	-4.1%
FY 2013	\$3,492,225	\$3,545,951	\$ (53,726)	-1.5%

Fiscal Year	Average Vehicle Price	Average NADA Value	Average Difference Per Vehicle	# Sales
FY 2009	\$ 4,735	\$ 5,986	\$ (1,252)	747
FY 2010	\$ 4,324	\$ 4,616	\$ (292)	643
FY 2011	\$ 4,526	\$ 4,701	\$ (174)	623
FY 2012	\$ 5,372	\$ 5,604	\$ (232)	699
FY 2013	\$ 5,697	\$ 5,785	\$ (88)	613

Surplus Vehicles Sold On-Line vs NADA Value

FY09 - FY13	Total Vehicles Sold	Total NADA Value	Total Under NADA Value	% Under NADA Value
eBay	\$449,460	\$478,437	-\$28,977	-6.1%
On-Line Auction	\$486,002	\$529,973	-\$43,972	-8.3%

Fleet Staff – Identify vehicles to be turned in

Grouped by Similar Make, Model, Year, Mileage

Purchasing Staff – randomly assign vehicles to one of the following sales methods

Surplus Physical Lot

Surplus Online Auction

eBay

Private Sector Live Auction

Private Sector Online Auction

Surplus Staff – take vehicles to sales location